To: Myers, Keith, McMahon, Todd, Ridge, Robert, Westenberger, R, Callaghan, Stephen W.
From: McPartlan, Amy
Posted: 6/13/96 14:30
Opened: 6/13/96 14:30
Subject: Daily Exception #8

Please note updates on the following spreadsheet.

If you update the Avg $ amount discounted on the spreadsheet, the equation will automatically re-compute. You still need to list a reason for the change.
If you update the AIM RJR or SIS RJR volume, the equation will automatically re-compute. You still need to list a reasons for the change.

Special Note to K.L. Myers: I am waiting for responses for Daily Exception Report #5, #6 and #7.
Special Note to T.A. McMahon: I am waiting for responses for Daily Exception Report #7.
Special Note to R.A. Ridge: I am waiting for responses for Daily Exception Report #6 and #7.

Any questions, please contact me.

CC: Macleod, Stephen, Farmer, R

Keith
CAN WE SPEED UP
THIS AWARD - DELAY
COSTS YOU CONSIDERABLE
TIME & WORK
Rogan.

51859 6135

Source: https://www.industrydocuments.ucsf.edu/docs/lmfn0000

Daily Exception Report

51859 6136

Date of Report	# of Wks	Div.	Draft written by	SIS #	Account Name	RJR SIS Vol.	RJR AIM Vol.	RJR Vol. used	Total Amt. Spent	Avg. $ Amt discounted	Promoted Volume	Explanation (DM to fill in)
6/7/96	15	1622	Coslett	185578	Anthracite Newsstand	100	141	141	$6,724.50	$3.00	106%	
6/12/96	16	1622	Sheft	130278	Bears Den Smoke Shop	180	0	180	$10,039.00	$3.00	116%	
6/10/96	16	1622	Sheft	492340	Ganienkeh	650	0	650	$22,945.50	$1.00	221%	
6/7/96	15	1622	Balmer	489799	John Wolcott's Mobil	600	366	600	$32,337.25	$2.50	144%	
6/12/96	16	1622	Page	412784	Montage Tobacco	139	0	139	$7,096.75	$3.00	106%	
6/7/96	15	1622	Johnson	310108	Sheddens Wholesale	1300	1023	1300	$61,463.00	$3.00	105%	
6/12/96	16	1622	Coslett	776556	Simcone's Beer Dist.	138	233	233	$9,333.00	$3.00	83%	Updated with AIM RJR Volume
6/10/96	16	1622	Balmer	705046	Smokin' Joes Tob Shop	397	1257	1257	$41,336.00	$3.00	69%	Updated with AIM RJR Volume
6/12/96	16	1623	Haskin	059755	Cenco Gas	128	84	128	$4,494.50	$2.00	110%	
6/7/96	15	1623	Tisinger	417675	Harry's	115	192	192	$5,370.00	$2.00	93%	Updated with AIM RJR Volume
6/6/96	15	1622	Beard	621049	Lucky 7	156	139	156	$6,094.85	$2.50	104%	
6/10/96	16	1623	O'Connor	399687	Martin's Mini Mart	708	19	708	$24,836.00	$2.50	88%	Updated with AIM RJR Volume
6/10/96	16	1623	Tisinger	177253	Naif's Grocery	550	398	550	$21,963.15	$2.50	100%	
6/10/96	16	1623	O'Connor	114544	Smoker's Den	496	0	496	$20,893.25	$2.50	105%	
6/12/96	16	1626	Davignon	268748	CFM #33-041/F	79	80	80	$4,699.95	$3.00	122%	
6/12/96	16	1626	Davignon	764185	Italian Food	152	153	153	$8,463.00	$3.00	115%	
6/7/96	15	1626	Neaf	349196	Jay's	1298	1483	1483	$25,639.00	$1.00	115%	
6/6/96	15	1626	Mineo	790191	Mike's Trading Post	813	1550	1550	$26,417.50	$1.50	76%	Updated with AIM RJR Volume
6/10/96	16	1626	Neaf	790191	Mike's Trading post	813	1550	1550	$27,482.00	$2.00	55%	Updated with AIM RJR Volume
6/6/96	15	1626	Mineo	422075	No Blanket	2850	3642	3642	$86,168.50	$1.50	105%	
6/7/96	15	1626	Davignon	526968	The Rez / Indian Reservation	2982	5167	5167	$60,425.00	$1.00	78%	Updated with AIM RJR Volume
6/12/96	16	1626	Levenstein	484511	US News South	40	47	47	$5,281.50	$3.00	234%	
6/13/96	16	1626	Clary	269729	Wayland Foodmart	232	259	259	$8,430.65	$2.00	102%	
6/12/96	16	1636	Vielmetti	169047	7-Eleven #22402	42	46	46	$2,622.00	$3.00	119%	
6/7/96	15	1636	Salerno	769926	Arlington Getty	112	58	112	$4,441.65	$2.00	132%	
6/6/96	15	1636	Pinney	599222	Getty Service	289	100	289	$10,759.00	$2.00	124%	
6/6/96	15	1636	Ciesluk	660303	Pocono Convenience	340	118	340	$15,677.50	$3.00	102%	
6/5/96	15	1636	Salerno	689561	United Quick Stop, Inc.	75	0	75	$5,501.00	$2.50	196%	
6/7/96	15	1638	Martin	104365	Mr. Market, Inc.	143	190	190	$8,113.20	$3.00	95%	Updated with AIM RJR Volume
6/13/96	16	1638	Dube	105257	Porfidoes Market	14	30	30	$2,543.50	$2.50	212%	

The above means we are promoting over 100% of the RJR volume by account, during the time period listed.

Explanations are required from Management in one week's time. Less accounts will appear on report if Sales Rep keep the SIS RJR Volume updated.

Please write your explanation in the space provided and Email back to Amy's attention. If Average $ Amount listed is incorrect, please update the spreadsheet by plugging in the correct $ amount, and listing the update in the explanation section.

The higher volume (RJR SIS Volume or RJR AIM Volume) will be used.

If a draft was written by a Retail Rep in a Division that is not responsible for the Sales Rep in that account, the Division the Sales Rep is in will be responsible to explain the error.

Source: https://www.industrydocuments.ucsf.edu/docs/lmfn0000